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# J. J. NEWBERRY CO.



**Annual Report • 1952**



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**NEWBERRY'S  
SPOKANE, WASH.  
STORE**

Store No. 213 — Spokane,  
Wash. shown on cover,  
was completely rebuilt and  
remodeled during the past  
two years.



# **J. J. NEWBERRY CO.**

**245 FIFTH AVENUE • NEW YORK**

***Annual Report • 1952***

**J . J . N E W B E R R Y C O .**  
**GENERAL OFFICES: 245 FIFTH AVENUE, NEW YORK**

<b>Officers</b>	J. J. NEWBERRY.....	<i>Chairman of the Board</i>
	E. A. NEWBERRY.....	<i>President</i>
	J. E. NELSON.....	<i>Vice-President</i>
	F. R. SMITH.....	<i>Vice-President</i>
	J. E. HAWES.....	<i>Vice-President</i>
	W. P. HUKILL.....	<i>Vice-President</i>
	F. S. NEWBERRY..	<i>Vice-President &amp; Asst. Secretary</i>
	J. V. NEWBERRY.....	<i>Vice-President</i>
	W. C. STRAUS.....	<i>Treasurer</i>
	H. M. WILLGOHS.....	<i>Secretary and Controller</i>
	E. F. FOLEY.....	<i>Asst. Controller</i>

<b>Directors</b>	J. J. NEWBERRY	E. A. NEWBERRY
	J. E. NELSON	C. T. NEWBERRY
	J. H. EWEN	W. C. SCHULZ
	W. P. HUKILL	F. R. SMITH
	J. J. NEWBERRY, JR.	ANNA C. NEWBERRY
	J. E. HAWES	W. C. BAKER
	F. S. NEWBERRY	M. G. PALLISTER

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TRANSFER AGENT.....*Corporation Trust Co., New York*  
 REGISTRAR.....*Guaranty Trust Co., New York*  
 GENERAL COUNSEL.....*Pallister & Pallister*  
 AUDITORS.....*Peat, Marwick, Mitchell & Co.*

# COMPARATIVE HIGHLIGHTS OF THE YEAR'S RESULTS

	1952	1951
Sales .....	\$166,315,526	\$161,266,885
Earnings before Federal taxes on income .....	\$ 11,798,171	\$ 12,471,508
Net earnings after Federal taxes on income .....	\$ 5,423,171	\$ 5,655,508
Earnings per Common Share ...	\$3.32	\$3.47
Dividends paid per share — Common .....	\$2.00	\$2.00
Dividends paid per share — Preferred .....	\$3.75	\$3.75
Total dividends paid .....	\$ 3,418,578	\$ 3,418,578
Total salaries, wages and employee benefits .....	\$ 31,324,538	\$ 29,784,549
Total taxes paid — federal, state and local (not including taxes paid by Company for Social Security) .....	\$ 7,700,837	\$ 8,124,405
Taxes paid — per share — Common .....	\$5.06	\$5.34
Inventories .....	\$ 28,029,151	\$ 27,722,563
Number of stores in operation ..	477	480
Average sales per store .....	\$ 348,669	\$ 335,800
Earnings retained for use in the business .....	\$ 2,004,593	\$ 2,236,930



## **To Our Stockholders:**

Again it is our pleasure to present herewith on behalf of the Board of Directors, the Financial Statements of our Company for the year ending December 31, 1952, along with the report of Peat, Marwick, Mitchell & Co., independent certified public accountants.

### **SALES**

Another all time high record of sales was established in 1952, totaling \$166,315,526 an increase over the 1951 sales of \$5,058,641 or 3.14%.

This gain in sales raised the average sales per store to a new high of \$348,669 compared with \$335,800 in 1951. There were three less stores in operation during 1952 than in 1951.

### **EARNINGS**

Expenses in practically every category continued to increase throughout the year, particularly in wages and transportation charges.

Notwithstanding these increases and the loss of three stores, we were able to produce net earnings, before Federal income taxes of \$11,798,171 which is a reduction of 2.2% below the 1951 net earnings before Federal income taxes of \$12,471,508.

After deducting Federal income taxes of \$6,375,000 for 1952 and \$6,816,000 for 1951, the 1952 net earnings were \$5,423,171 a reduction of 4.10% from the 1951 net earnings of \$5,655,508.

The earnings per share of outstanding common stock in 1952 was \$3.32 compared with \$3.47 in 1951.

### **DIVIDENDS**

During 1952 dividends of \$3.75 per share, amounting to \$375,010 were paid on the outstanding Preferred Stock. Also, \$2.00 per share amounting to \$3,043,568 was paid on the outstanding shares of the Common Stock. Total dividends paid in 1952 amounted to \$3,418,578.

After the dividend payments, there remained a sum of \$2,004,593 from the net earnings which amount has been retained in the business for future needs and growth.

### **WAGES, SALARIES AND EMPLOYEE BENEFIT PAYMENTS**

The management was mindful of the increasing cost of living and was pleased to keep abreast of this trend in the remuneration of our loyal and interested staff of associates in the business.

With three less stores in operation than in 1951, the total payments made in 1952 for wages, salaries and employee's benefits amounted to \$31,324,538 compared with \$29,784,549 in 1951, broken down as follows:

	<u>1952</u>	<u>1951</u>
Salaries and Wages . . . . .	\$29,873,876	\$28,411,330
Retirement pension, group life insurance, hospitalization, surgery, accident and sickness insurance . . . . .	551,522	486,862
Unemployment insurance and Federal Old Age Benefit . . . . .	899,140	886,357

#### TAXES

Because of lower net earnings in 1952, our accrued Federal income, state and municipal taxes equalled \$7,700,837 for 1952 compared with \$8,124,405 in 1951.

These tax charges equalled \$5.06 per share of outstanding Common Stock compared with \$5.34 in 1951.

The above taxes were in addition to the Federal Old Age Benefit and unemployment insurance taxes which amounted to \$899,140 in 1952 and \$886,357 in 1951.

In addition to the above taxes, our Company collected \$7,552,165 and paid to the various Federal, state and municipal tax authorities, as Federal withholding taxes on wages and salaries of our employees, Federal Old Age Benefit and state unemployment insurance taxes, Federal excise taxes, state and city sales taxes.

#### 1952 EXPANSION PROGRAM

During 1952 the sum of \$3,629,921 was invested in our expansion and improvement account as explained in detail on page No. 16.

For new land and buildings . . . . .	\$ 332,805
For new furniture and fixtures . . . . .	1,228,400
For leasehold improvements . . . . .	2,068,716
Total . . . . .	<u>\$3,629,921</u>

Our 1953 and 1954 expansion program as planned for at this time, is also explained on page No. 16.

#### MERCHANDISE INVENTORIES

At the close of 1952 inventories of merchandise in the stores and warehouse amounted to \$28,029,151 compared with \$27,722,563 at the close of 1951.

The increase in inventories is due largely to the need of larger varieties and increased quantities in the expanded and improved stores.

#### **FINANCIAL CONDITION**

The Company's financial condition continues strong and satisfactory at the close of 1952.

Current assets totaled \$46,374,520 compared with \$45,495,195 at the close of 1951.

Total liabilities amounted to \$16,776,039 as of December 31, 1952 compared with \$15,803,311 as of that date in 1951.

#### **NUMBER OF STORES**

As of December 31, 1952, there were 477 Newberry stores in operation in forty-five states which was three less than the 480 stores at the close of 1951. One store was destroyed by fire and two others were discontinued because of inability to renew leases on satisfactory terms.

As of January 1, 1953 another store was permanently closed because of inability to renew the lease. Therefore, we begin 1953 with 476 stores in operation.

During 1953 we expect to open four new stores and are planning to develop other new stores for operation in 1953 and 1954 as advantageous new locations are available.

The self-service idea of operating stores is being experimented with in three stores this year to determine the future of such operations by our Company.

#### **1953 EXPECTATIONS**

Our expectations for 1953 are that it will produce another record breaking year of sales for the Newberry stores.

#### **TO OUR MERCHANDISE SUPPLIERS**

We wish to express appreciation for the splendid cooperation and the friendly attitude of our many suppliers throughout the nation and for their endeavors to provide our Company with the good service and excellent values we have been able to offer our millions of customers. We will do our full part in continuing these pleasant and mutually profitable relationships.

#### **PERSONNEL**

Our sincere and hearty thanks to all members of our Newberry business family. Notwithstanding all the many and varied problems in our 1952 store operations, you have done a most excellent job of serving the shopping public in each community where a Newberry store is located. Also you who serve your Company in the Warehouse and in the General Office and the various division offices, to each of



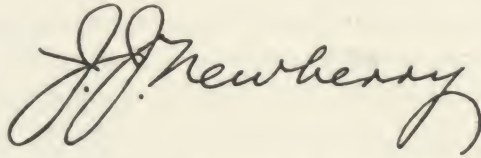
you, on behalf of the Board of Directors and the Officers, we wish to express our appreciation of your loyalty and genuine interest in the progress and welfare of your Company.

During 1952 we were pleased to see the number of employees associated with the Company twenty years or more increased by 54 to a total of 410.

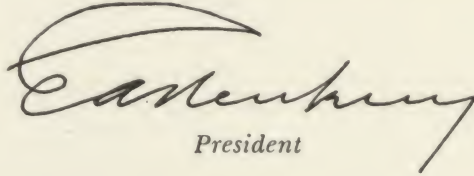
Also, those who have been with the Company ten years or longer increased by 179 to a total of 1214.

We hope to see both of these classes further increased during 1953. We wish you all good health and much happiness in your work and home life during 1953.

Yours very truly

A handwritten signature in dark ink, reading "J.J. Newberry". The signature is fluid and cursive, with the first initials "J.J." being particularly prominent.

*Chairman of the Board*

A handwritten signature in dark ink, reading "E. Newberry". The signature is cursive and elegant, with a large, sweeping initial "E".

*President*

March 6th, 1953

# ACCOUNTANTS'

## REPORT

To the Board of Directors

J. J. NEWBERRY Co.

NEW YORK, N. Y.

We have examined the consolidated balance sheet of J. J. Newberry Co. and subsidiaries as of December 31, 1952 and the related statements of earnings and retained earnings for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and statements of consolidated earnings and retained earnings present fairly the financial position of J. J. Newberry Co. and subsidiaries at December 31, 1952 and the results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

PEAT, MARWICK, MITCHELL & Co. ✓

New York, N. Y.

March 6, 1953.

**J. J. NEWBERRY CO. AND SUBSIDIARIES**  
**STATEMENTS OF CONSOLIDATED EARNINGS**  
**AND RETAINED EARNINGS**

YEAR ENDED DECEMBER 31, 1952 WITH COMPARATIVE FIGURES FOR 1951

**EARNINGS**

	1952	1951
Sales .....	\$166,315,526	\$161,266,885
Cost of Sales and Selling and General Expenses exclusive of items listed below .....	149,605,181	143,989,154
Provision for Depreciation and Amortization .....	1,909,770	1,716,399
Taxes other than Federal Taxes on Income .....	2,224,978	2,194,762
Contributions to Employees Retirement Fund .....	343,545	314,647
	<u>154,083,474</u>	<u>148,214,962</u>
Profit from Operations.....	12,232,052	13,051,923
Other Income .....	73,287	62,740
	<u>12,305,339</u>	<u>13,114,663</u>
Deduct:		
Interest expense .....	428,994	470,777
Other charges .....	78,174	172,378
	<u>507,168</u>	<u>643,155</u>
	<u>11,798,171</u>	<u>12,471,508</u>
Provision for Federal Taxes on Income:		
Normal tax and surtax .....	6,119,000	6,425,000
Excess profits tax .....	256,000	391,000
	<u>6,375,000</u>	<u>6,816,000</u>
Net Earnings for the Year.....	<u>\$ 5,423,171</u>	<u>\$ 5,655,508</u>

**RETAINED EARNINGS**

Balance at beginning of year.....	\$ 39,921,150	\$ 37,684,220
Net earnings for the year.....	5,423,171	5,655,508
	<u>45,344,321</u>	<u>43,339,728</u>
Less Dividends:		
3¾% Cumulative Preferred Stock....	375,010	375,010
Common Stock—\$2.00 per share.....	3,043,568	3,043,568
	<u>3,418,578</u>	<u>3,418,578</u>
Balance at end of year (amount distributable to stockholders limited to \$15,143,678 under provisions of the note agreements) .....	<u>\$ 41,925,743</u>	<u>\$ 39,921,150</u>

**J. J. NEWBERRY CO.  
AND SUBSIDIARIES**

**CONSOLIDATED**

**DECEMBER 31, 1952 WITH COMP**

**ASSETS**

	December 31,	
	1952	1951
<b>CURRENT ASSETS:</b>		
Cash in banks, on hand and in transit .....	\$14,105,083	\$13,323,462
Miscellaneous accounts receivable .....	254,668	285,963
U. S. Government securities—at cost plus accrued interest (approximate market) .....	3,985,618	4,163,207
Merchandise—at the lower of cost or market.....	28,029,151	27,722,563
<b>TOTAL CURRENT ASSETS .....</b>	<b>46,374,520</b>	<b>45,495,195</b>
<b>MISCELLANEOUS INVESTMENTS AND ADVANCES—at cost...</b>	<b>32,973</b>	<b>63,153</b>
<b>PROPERTY AND EQUIPMENT:</b>		
Land, buildings and improvements—at or below cost .....	16,818,971	16,486,165
Furniture and fixtures—at cost .....	22,867,191	21,638,791
	39,686,162	38,124,956
Less provision for depreciation .....	12,697,172	11,611,474
	26,988,990	26,513,482
Alterations and improvements to leased premises—at or below cost .....	16,998,780	14,930,064
Less provision for amortization.....	4,822,712	4,278,075
	12,176,068	10,651,989
<b>TOTAL PROPERTY AND EQUIPMENT (net).....</b>	<b>39,165,058</b>	<b>37,165,471</b>
<b>PREPAID EXPENSES AND DEFERRED CHARGES:</b>		
Leasehold advances, supplies, prepaid insurance, taxes, etc. ....	2,294,034	2,484,804
	<u>\$87,866,585</u>	<u>\$85,208,623</u>

Note: In accordance with the practice of the company since its inception, all of the company and its subsidiaries are occupied under long-term leases. The total rental for over five years subsequent to that date. The total rental



# BALANCE SHEET

COMPARATIVE FIGURES AT DECEMBER 31, 1951

	LIABILITIES	
	December 31,	
	1952	1951
<b>CURRENT LIABILITIES:</b>		
Accounts payable and accrued liabilities, including bonuses .....	\$ 9,763,951	\$ 8,653,351
Provision for Federal taxes on income .....	6,440,334	6,757,654
Dividend payable on preferred stock—in February of following year .....	93,752	93,752
Installments on long term debt due within one year .....	478,002	298,554
<b>TOTAL CURRENT LIABILITIES .....</b>	<b>16,776,039</b>	<b>15,803,311</b>
<b>LONG-TERM DEBT—less amounts due within one year classified as current liabilities:</b>		
Mortgages payable on real estate .....	2,649,326	2,781,286
2.90% Sinking Fund Notes due August 15, 1968 (Sinking Fund \$300,000 per annum starting in 1953 and increasing to \$550,000 in 1963) .....	9,700,000	10,000,000
3½% Promissory Notes due in semi-annual installments (presently about \$16,000 per annum) to 1975 .....	845,605	861,757
2½% Promissory Note payable in monthly installments to April 1960 .....	209,158	239,517
<b>TOTAL LONG-TERM DEBT .....</b>	<b>13,404,089</b>	<b>13,882,560</b>
<b>RESERVE FOR SELF-INSURANCE (fire and burglary) .....</b>	<b>855,104</b>	<b>695,992</b>
<b>CAPITAL STOCK AND RETAINED EARNINGS:</b>		
Cumulative Preferred Stock, par value \$100.00 per share:		
Authorized, 125,000 shares, issuable in series.		
Issued, 100,000 shares, 3¾% Series (redeemable at \$102.00 per share to August 1, 1953, and at any time thereafter at \$101.50 per share, plus accrued dividends in each case) .....	10,000,000	10,000,000
Common Stock, no par value:		
Authorized, 2,000,000 shares.		
Issued, 1,581,256 shares .....	5,208,572	5,208,572
Retained Earnings (amount distributable to stockholders limited to \$15,143,678 under provisions of the note agreements) .....	41,925,743	39,921,150
	57,134,315	55,129,722
Less cost of 59,472 shares of Common Stock in treasury .....	302,962	302,962
<b>TOTAL CAPITAL STOCK AND RETAINED EARNINGS .....</b>	<b>56,831,353</b>	<b>54,826,760</b>
	<b>\$87,866,585</b>	<b>\$85,208,623</b>

Since inception in 1911, the substantial majority of the properties of the Company have been leased. The leases on 298 of the 414 locations leased at December 31, 1952 were paid during the year 1952 amounted to approximately \$6,900,000.

## 41-YEAR RECORD OF SALES AND EARNINGS

Year	Number of Stores	Sales	Earnings per share on Common Stock Outstanding	No. of Shares Common Stock Outstanding
1912 .....	1	\$ 32,383	N	
1913 .....	2	42,184	O	
1914 .....	3	92,640	T	
1915 .....	5	116,009	I	
1916 .....	5	151,465	N	
1917 .....	6	149,466	C	
1918 .....	7	276,449	O	
1919 .....	17	502,445	R	
1920 .....	17	751,984	A	
1921 .....	26	1,157,234	T	
1922 .....	33	1,750,066	E	
1923 .....	51	3,564,947	D	
1924 .....	68	5,114,339	\$4.68	48,000
1925 .....	86	6,897,414	6.42	48,666
1926 .....	112	9,985,074	8.28	50,200
1927 .....	151	15,069,159	*3.06	206,000
1928 .....	210	20,609,366	3.65	213,200
1929 .....	279	27,789,369	4.62	239,620
1930 .....	335	30,187,392	†3.15	395,314
1931 .....	379	31,146,802	2.22	395,314
1932 .....	406	33,121,670	1.73	385,150
1933 .....	417	35,146,574	1.07	381,324
1934 .....	431	41,054,218	3.06	379,974
1935 .....	450	43,388,611	5.38	380,446
1936 .....	461	48,376,510	4.94	380,446
1937 .....	469	50,315,454	6.03	380,446
1938 .....	476	49,040,697	5.27	380,446
1939 .....	479	52,272,953	4.04	380,446
1940 .....	486	55,879,580	5.44	380,446
1941 .....	488	64,228,956	4.53	380,446
1942 .....	492	77,313,152	6.40	380,446
1943 .....	491	91,028,763	6.70	380,446
1944 .....	491	95,861,688	7.58	380,446
1945 .....	488	100,868,759	7.39	380,446
1946 .....	487	113,228,967	†1.93	1,521,784
1947 .....	485	117,860,227	4.74	1,521,784
1948 .....	484	134,785,360	4.30	1,521,784
1949 .....	482	136,783,109	4.55	1,521,784
1950 .....	483	145,671,210	3.71	1,521,784
1951 .....	480	161,266,885	4.24	1,521,784
1952 .....	477	166,315,526	3.47	1,521,784
			3.32	1,521,784

\* Stock split-up 4 shares for 1 in 1926.

† Stock split-up 3 shares for 2 and rights to subscribe to 10% of holdings issued May 1st, 1929.

‡ Stock split-up 4 shares for 1 in 1945.

# HOW OUR GROSS INCOME DOLLAR WAS DISTRIBUTED

	<u>Amount</u>	<u>Cents Per Dollar</u>
<b>Our Gross Income Dollar Was Received:</b>		
From sales to customers .....	\$166,315,526 ✓	99.5
From other sources — including rentals and interest earned .....	833,826	.5
<b>Total amount received .....</b>	<u><u>\$167,149,352</u></u>	<u><u>100.0</u></u>
<b>Our Gross Income Dollar Was Distributed:</b>		
For cost of merchandise sold and operat- ing expenses, including general and ad- ministrative expenses other than taxes, salaries, wages and employee benefits..	\$122,700,806	73.4
For Federal, state and local taxes, (not including taxes paid by Company for Federal Old Age Benefits and Unem- ployment Insurance) .....	7,700,837	4.7
For salaries and wages .....	29,873,876	17.9
For retirement pension, group life, hos- pitalization, surgery, accident and sick- ness insurance payments .....	551,522	.3
For Federal Old Age Benefits and Unem- ployment Insurance .....	899,140	.5
For dividends to stockholders.....	3,418,578	2.0
<b>Total amount distributed .....</b>	<u><u>\$165,144,759</u></u>	<u><u>98.8</u></u>
<b>Balance Retained in the Business</b> for future requirements — including modernization and enlarging of existing stores and con- struction of new stores .....	2,004,593 ✓	1.2
<b>Total amount distributed and re- tained in the business .....</b>	<u><u>\$167,149,352</u></u>	<u><u>100.0</u></u>



# NEWBERRY STORES

SERVE  
FROM



Names of towns in which  
the Company has stores are  
listed on Pages 17 to 19.



# 477 COMMUNITIES

## COAST TO COAST

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# NEW CONSTRUCTION AND MODERNIZATION

## ENLARGEMENTS STARTED IN 1951 AND COMPLETED IN 1952

Springfield, Mo. — completely new and enlarged building.

Farmville, Va. — enlarged and modernized.

## ENLARGEMENTS STARTED AND COMPLETED IN 1952

Red Bank, N. J.

Albion, N. Y.

Gouverneur, N. Y.

Douglas, Ariz.

Central City, Ky.

Hammond, Ind.

## TEMPORARY ENLARGEMENTS DUE TO LACK OF STEEL

Milton, Pa.

Fredericksburg, Va.

## PARTIAL FIXTURE ALTERATIONS TO GAIN COUNTER SPACE

Rock Springs, Wyo.

Eugene, Ore.

Santa Monica, Calif.

Huntington Park, Calif.

## MAJOR ENLARGEMENTS STARTED IN 1951 AND 1952 BUT OPENING DELAYED UNTIL 1953 DUE TO MATERIAL SHORTAGES

Stroudsburg, Pa. — relocation in new building.

Marion, Ind. — entire new enlarged building at same location.

Portland, Ore. — addition doubling size of store.

Lima, Ohio — addition of second floor sales room and complete modernization with escalator.

West Warwick, R. I. — addition doubling size of store.

Hartford, Conn. — complete modernization and new escalator.

## THE FOLLOWING PROPERTIES HAVE BEEN PURCHASED FOR EXPANSION

Wellsville, N. Y. — to relocate store in enlarged new building.

New Brunswick, N. J. — for enlargement of present store.

Dover, N. J. — for enlargement of present store.

Bellingham, Wash. — for enlargement of present store.

Westchester, Calif. — for a new store.

Eagle Pass, Texas — for a new store.

Twelve additional enlargements are in work or will start the early part of 1953 for opening this year.

Six other enlargements will start around the middle of 1953 and open 1953 or 1954.

Six additional stores will be fully modernized without enlargement early in 1953 for reopening in 1953.

Fourteen stores are now in plan stage for enlargements to take place early in 1954.

A number of new locations are being considered for new stores during 1953 and 1954.

On January 3, 1953, one store was closed due to loss of lease, leaving 476 stores in operation to start 1953.

# STORE LOCATIONS

J. J. NEWBERRY CO.

DECEMBER 31, 1952

*More than one store in a city indicated by figure in parentheses*

## Alabama—3

Birmingham  
Dothan  
Montgomery

## Arizona—4

Douglas  
Nogales  
Phoenix  
Mesa

## Arkansas—2

Hot Springs  
Pine Bluff

## California—68

Bakersfield  
Bell  
Bellflower  
Beverly Hills  
Brawley  
Burbank (2)  
Compton  
Downey  
El Centro  
Fresno  
Glendale  
Hanford  
Hollywood  
Huntington  
Park (2)  
Inglewood  
Long Beach (2)  
Los Angeles (16)  
Marysville  
Merced  
Modesto  
North  
Hollywood  
Oakland  
Ocean Park  
Ontario

## Calif. [Contd.]

Pasadena  
Pomona  
Porterville  
Redlands  
Redondo Beach  
Salinas  
San Bernardino  
San Francisco  
San Jose  
San Mateo  
San Pedro  
Santa Ana  
Santa Barbara  
Santa Cruz  
Santa  
Monica (2)  
Santa Rosa  
So. Pasadena  
Stockton  
Studio City  
Torrance  
Vallejo  
Van Nuys  
Ventura  
Visalia  
Whittier

## Colorado—4

Denver  
Fort Collins  
La Junta  
Pueblo

## Connecticut—3

Hartford  
New Haven  
Winsted

## Florida—2

Pensacola  
Tampa

## Georgia—3

Atlanta  
Columbus  
Macon

## Idaho—5

Boise  
Lewiston  
Pocatello  
Twin Falls  
Idaho Falls

## Illinois—12

Alton  
Belleville  
Canton  
Collinsville  
Dixon  
East St. Louis  
Granite City  
Litchfield  
Macomb  
Peoria  
Rock Island  
West Frankfort

## Indiana—15

Auburn  
Connersville  
Decatur  
East Chicago  
Gary  
Goshen  
Hammond  
Hartford City  
Indiana Harbor  
Jasper  
Jeffersonville  
Martinsville  
New Albany  
New Castle  
Whiting

## Iowa—4

Boone  
Iowa Falls  
Newton  
Webster City

## Kansas—3

Chanute  
Coffeyville  
Parsons

## Kentucky—25

Bardstown  
Central City  
Corbin  
Cynthiana  
Danville  
Elizabethtown  
Frankfort  
Glasgow  
Harlan  
Harrodsburg  
Hazard  
Henderson  
Lawrenceburg  
Lebanon  
Louisville  
Mayfield  
Mt. Sterling  
Owensboro  
Paris  
Pineville  
Richmond  
Shelbyville  
Somerset  
Versailles  
Winchester

## Louisiana—1

Lake Charles



## STORE LOCATIONS—Continued

### Maine—21

Bangor  
Bath  
Biddeford  
Calais  
Caribou  
Dover-Foxcroft  
Eastport  
Ellsworth  
Farmington  
Fort Kent  
Houlton  
Lewiston  
Lincoln  
Madawaska  
Mars Hill  
Millinocket  
Norway  
Presque Isle  
Rockland  
Rumford  
Van Buren

### Maryland—6

Brunswick  
Elkton  
Frederick  
Hagerstown  
Pocomoke City  
Salisbury

### Massachusetts—27

Amesbury  
Boston  
Bridgewater  
Chelsea  
Clinton  
Fall River  
Falmouth  
Framingham  
Franklin  
Gardner  
Haverhill  
Holyoke  
Lawrence  
Leominster  
Lowell  
Maynard  
Newburyport  
North Adams  
North  
Attleboro

### Mass. [Contd.]

Pittsfield  
Rockland  
Stoughton  
Wakefield  
Ware  
Whitman  
Woburn  
Worcester

### Michigan—13

Alma  
Calumet  
Charlotte  
Coldwater  
Houghton  
Iron Mountain  
Iron River  
Ishpeming  
Ludington  
Manistee  
Midland  
Port Huron  
Three Rivers

### Minnesota—2

St. Cloud  
Duluth

### Mississippi—1

Meridian

### Missouri—12

Cape Girardeau  
Columbia  
Excelsior Spgs.  
Hannibal  
Jefferson City  
Joplin  
Maplewood  
Poplar Bluff  
St. Louis (3)  
Springfield

### Montana—2

Billings  
Great Falls

### New

#### Hampshire—14

Berlin  
Claremont  
Concord  
Derry  
Dover  
Franklin  
Keene  
Laconia  
Littleton  
Manchester  
Nashua  
Plymouth  
Portsmouth  
Rochester

### New Jersey—17

Asbury Park  
Atlantic City  
Boonton  
Bridgeton  
Caldwell  
Dover  
Freehold  
Hackettstown  
Hammonton  
Keyport  
Long Branch  
Millville  
New Brunswick  
Newton  
Red Bank  
Vineland  
Wildwood

### New Mexico—2

Las Vegas  
Raton

### New York—55

Albany  
Albion  
Amsterdam  
Auburn  
Ballston Spa  
Batavia  
Bath  
Buffalo  
Canandaigua  
Canton  
Carthage  
Catskill  
Cobleskill  
Cooperstown  
Corning  
Cortland  
Elmira  
Endicott  
Gloversville  
Gouverneur  
Greenpoint  
Herkimer  
Hornell  
Hudson  
Ithaca  
Johnstown  
Kingston  
Little Falls  
Lockport  
Lyons  
Malone  
Massena  
Middletown  
Niagara Falls  
Northville  
Nyack  
Ogdensburg  
Oneonta  
Ossining  
Owego  
Peekskill  
Penn-Yan  
Perry  
Port Jervis  
Poughkeepsie  
Salamanca  
Saranac Lake  
Saratoga  
Sparta  
Saugerties  
Ticonderoga  
Tupper Lake  
Walton  
Watertown  
Wellsville  
Whitehall



## STORE LOCATIONS—Continued

### **N. Carolina—5**

Asheville  
Monroe  
Oxford  
Reidsville  
Statesville

### **Oregon—6**

Astoria  
Bend  
Eugene  
Klamath Falls  
Medford  
Portland

### **Rhode Island—4**

Newport  
Providence  
Warren  
West Warwick

### **Virginia—13**

Bedford  
Clifton Forge  
Culpeper  
Farmville  
Fredericksburg  
Front Royal  
Lexington  
Norfolk  
Salem  
South Boston  
Staunton  
Winchester  
Wytheville

### **North Dakota—2**

Fargo  
Grand Forks

### **Pennsylvania—46**

Ashland  
Berwick  
Bloomsburg  
Bradford  
Carbondale  
Chambersburg  
Coalport  
Coatsville  
Danville  
Downingtown  
Du Bois  
Ephrata  
Forest City  
Freeland  
Homestead  
Jersey Shore  
Lansford  
Lewisburg  
Lock Haven  
McAdoo  
Mahanoy City  
Mauch Chunk  
Middletown  
Milton  
Mt. Carmel  
Nanticoke  
Newport  
Northampton  
Olyphant  
Oxford  
Phoenixville  
Pottstown  
Renovo  
Royersford  
Sayre  
Scranton  
Shamokin  
Shenandoah  
Somerset  
Stroudsburg  
Sunbury  
Tamaqua  
Towanda  
Waynesboro  
Wellsboro  
West Chester

### **So. Carolina—3**

Camden  
Chester  
Rock Hill

### **South Dakota—8**

Aberdeen  
Huron  
Lead  
Mitchell  
Rapid City  
Sioux Falls  
Vermillion  
Yankton

### **Ohio—28**

Ashland  
Ashtabula  
Bowling Green  
Bryan  
Bucyrus  
Cambridge  
Chillicothe  
Cincinnati  
Cleveland (3)  
Columbus  
Conneaut  
Coshocton  
East Palestine  
Findlay  
Fremont  
Hamilton  
Ironton  
Lancaster  
Lima  
Massillon  
New  
Philadelphia  
Painesville  
Tiffin  
Warren  
Wooster  
Zanesville

### **Tennessee—2**

Gallatin  
Jellico

### **Texas—5**

Amarillo  
Denison  
El Paso (2)  
Texarkana

### **Washington—8**

Bellingham  
Everett  
Longview  
Seattle  
Spokane  
Walla Walla  
Wenatchee  
Yakima

### **West Virginia—3**

Charleston  
Charlestown  
Martinsburg

### **Utah—1**

Ogden

### **Wisconsin—5**

Fond Du Lac  
Kenosha  
Oshkosh  
Rhineland  
Superior

### **Vermont—7**

Barre  
Bellows Falls  
Newport  
Rutland  
Springfield  
White River  
Junction  
Windsor

### **Oklahoma—3**

Okmulgee  
Sapula  
Tulsa

### **Wyoming—2**

Cheyenne  
Rock Springs





